

Message Text

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ACTION EUR-12

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TAGS: OVIP, PL
SUBJECT: JAROSZEWICZ VISIT IS COMMERCIAL SUCCESS FOR U.K.

REF: (A) WARSAW 8839, (B) WARSAW 8944 (NOTAL)

1. THE BRITISH COMMERCIAL COUNSELOR HERE TOLD US THAT HMG WAS PLEASED WITH THE RESULTS OF THE JAROSZEWICZ TRIP TO THE U.K. DECEMBER 15-17. THE COUNSELOR, WHO WAS IN LONDON FOR THE VISIT, WAS ESPECIALLY GRADIFIED THAT THE BRITISH WERE ABLE TO WIN SOME IMPORTANT COMMERCIAL COMMITMENTS WITHOUT HAVING TO PROVIDE ANY OF THE UNTIED FINANCIAL CREDITS WHICH THE POLES HAVE BEEN EXTRACTING FROM OTHER WESTERN SUPPLIERS. JAROSZEWICZ, ACCORDING TO THIS BRITISH EMBOFF, HANDLED HIMSELF IN A RELAXED AND CONFIDENT MANNER AND MADE A GOOD IMPRESSION ON U.K. OFFICIALS.

2. THE MAIN COMMERCIAL PRIZES FOR THE BRITISH WERE COMMITMENTS TO HAVE WW BULK CARRIERS CONSTRUCTED IN THE U.K. AND TO HAVE THE CEMENTATION FIRM BUILD TWO HOTELS IN THE GDANSK REGION AND A HOTEL, OFFICE AND DOWNTOWN AIRLINE TERMINAL COMPLEX IN WARSAW. THE VALUE OF THE CONSTRUCTION WORK
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INCLUDED IN THE LETTER OF INTENT GIVEN CEMENTATION WILL BE IN EXCESS OF \$100 MILLION, WHILE THE BULK CARRIERS WILL COST ABOUT TWICE AS MUCH. NO PRECISE FIGURE CAN BE PLACED ON THE SHIPBUILDING DEAL, SINCE IT IS VERY COMPLICATED AND WAS FIRST PRESENTED BY THE POLES AFTER JAROSZEWICZ ARRIVED IN LONDON.

3. THE SHIP CONSTRUCTION PROJECT INVOLVES THE ESTABLISHMENT OF A JOINT UK-POLISH COMPANY WHICH WILL BUILD THE VESSELS IN BRITISH YARDS WITH COOPERATION OF THE POLISH SHIPBUILDING INDUSTRY. ONCE CONSTRUCTED, THE SHIPS WILL BE MANAGED AND EVENTUALLY OWNED BY THE POLISH SIDE. COMMENT: WE EXPECT MANY MONTHS OF FURTHER NEGOTIATIONS ON THIS COMPLICATED DEAL BEFORE CONSTRUCTION BEGINS ON THE FIRST OF THE VESSELS. END COMMENT.
BROWN

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